

# Dairy Partners and Collaborators Donate to Vermont Foodbank

By Scott Waterman, VT Agency of Agriculture, Food & Markets

While Governor Phil Scott slowly opened Vermont’s economy, the state’s dairy farmers and food producers continue to see the negative impacts of COVID-19 on their businesses. While experiencing these economic hardships, our dairy farmers continue to work seven days a week to feed our state and communities. In recognizing the value of their product and their presence to the state, the Vermont Agency of Agriculture, Food and Markets coordinated an effort that has created a new, temporary food supply for the Vermont Foodbank.



In collaboration with the Vermont Community Foundation, \$60,000 dollars has been made available to purchase dairy products for the benefit of Vermonters. “Due to changes in demand, the surplus of milk available from our Vermont dairy farms has grown over recent weeks and is highlighting the uncertainty they face today. I want to thank our partners in this effort for recognizing the value of our Vermont dairy products, and the

importance they hold in our economy and communities,” said Vermont Agriculture Secretary Anson Tebbetts. “We are thrilled that we have found a process to redistribute agricultural product that otherwise would have gone to waste to serve our neighbors in the communities we call home.” Joining in this effort is Dairy Farmers of America (DFA), Green Mountain Creamery and HP Hood. DFA family farms will be provid-

ing the milk to Green Mountain Creamery and HP Hood. The milk will be processed by these Vermont dairy producers for a donation of 42,000 cups of yogurt and over 11,500 gallons of 2% milk to the Vermont Foodbank. The donation will serve hundreds of food bank clients over the course of the coming weeks, providing nutritious dairy products to the Vermont communities in need while preventing valuable food waste. New England Dairy Promotion also provided support to bring these different companies together. “Dairy is a huge part of our rural working landscape and economy—it is also a critical piece of ‘who we

*continued on page 6*

AGRiVIEW

Vermont Agency of Agriculture, Food & Markets

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## THE VIEW FROM 116 STATE STREET

There is no hiding from Covid-19. This virus has no borders and travels at will, menacing people and businesses in every sector of society. The pandemic threatens agriculture and with it our food security, as farmers work to produce the food on our tables. Our farmers, producers and those making their living off the land are working relentlessly for all of us, and we thank them for their leadership and sacrifice.

We have witnessed creativity at our farmers markets. The markets are providing fresh food in a new format. We have hit pause on the social events, but these markets have transformed into simple food hubs, providing a tremendous service to shoppers while implementing safe practices. We thank Vermonters who are supporting these markets by choosing to buy local and support

neighbors. We look forward to more markets opening this spring and summer.

Despite recent successes in the local food scene, many of our farmers are nervous, and at times terrified, of the economic forecasts.

The region's dairy farmers and cheesemakers are bracing for the worst as summer arrives. We hope the predictions are wrong, but milk pricing forecasts are formidable, dropping overnight. This sobering news means that more than ever we will need to do all we can to support our farmers. Now is the time to buy Vermont dairy. Every bit helps. Buy more milk, cheese, butter, yogurt. There is plenty.

The private sector is stepping up to help dairy farmers. Through a generous donation by the Vermont Community Foundation, milk and yogurt is being processed and

donated to the Vermont Foodbank, helping dairy farmers as well as people who need food. This milk may have been discarded but instead it is ending up on the dinner table. We thank Commonwealth Dairy, Dairy Farmers of America-St. Albans, Hood and the Foodbank for putting this program together.

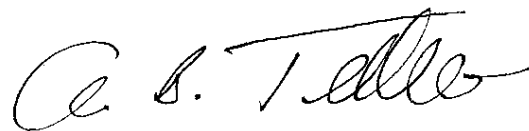
We thank all those who have kept agriculture moving during uncertain times. Parts of our nation are facing deep disruption in meat processing, but Vermont's plants are open, delivering high quality chicken, turkey, lamb, beef, and pork to Vermonters.

Thanks to those farmers who are delivering food through farmstands

and CSAs, and the Vermonters who are buying our fresh, quality products. This is another way to shop for local food and support your community. You also can order Vermont products online, which offers a safe and easy way to support those who face an uncertain future.

And finally, to our farmers: we know you are hurting. The Agency of Agriculture is doing its best to get you the information and resources you need to make difficult decisions. Please visit the Covid-19 page on our website. There are federal, state and private programs that might help you.

It will take all of us pulling in the same direction to get through this.



Anson Tebbetts, Secretary, Agency of Agriculture, Food & Markets

# AGRIVIEW

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## This Month's Recipe

### No Churn Blueberry Ice Cream

#### Ingredients:

4 c. blueberries, plus more for serving  
1/4 c. granulated sugar  
Juice and zest of 1 lemon  
3 c. heavy cream  
1 (14-oz.) can sweetened condensed milk

#### Instructions

- In a food processor or blender, puree blueberries then transfer to a medium saucepan. Working over medium heat, add sugar, lemon juice, and lemon zest. Bring mixture to



a boil then reduce heat. Simmer until slightly reduced, about 15 minutes.

- Transfer to a bowl and place in refrigerator to chill, 1 to 2 hours.
- In a large bowl using a hand mixer, or in the bowl of a stand mixer fitted with the whisk attachment, beat heavy cream until stiff peaks form. Fold in sweetened condensed milk until fully combined, then fold in chilled blueberry puree.
- Transfer to 9"-x-5" loaf pan and freeze until firm, 5 hours.
- Serve with fresh blueberries (optional)

C O N N E C T

W I T H U S



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# Supporting Vermont Farms to Adapt and Shift Markets During COVID-19

**T**he Vermont Agency of Agriculture, Food and Markets has received inquiries about the requirements for licensing, registration, and labeling for farms that are shifting away from wholesale sales to institutions and restaurants and toward retail and direct to consumer markets. Find answers to frequently asked questions below.

## Producers Selling Meat and Dairy

**Q: I am a producer who previously sold dairy and meat to wholesale and institutional markets, what licenses or permits do I need to sell directly to the consumer?**

A: Meat producers interested in selling directly to consumers will need to purchase a retail license. Further processing meat or poultry products into smaller cuts for direct to consumer sales will require an additional license. Dairy producers that hold a valid Milk Handlers License and are actively under inspection do not need a retail license to sell dairy directly to consumers. The application for a retail license to sell dairy or meat is the same application and can be found on the Agency's website,<sup>1</sup> along with the inspection requirements for meat retail licenses,<sup>2</sup> and a library of all Agency licenses.<sup>3</sup>

- For questions about meat, please contact 802-828-2426 or [Julie.Boisvert@vermont.gov](mailto:Julie.Boisvert@vermont.gov).
- For questions about dairy, please contact 802-828-2433 or [Elizabeth.Flory@vermont.gov](mailto:Elizabeth.Flory@vermont.gov).

**Q: Do I need an additional license/registration to deliver food to customers' homes?**

A: Once a meat or dairy producer has a retail license to sell direct-to-consumer on-farm, there are no additional license requirements for transporting and delivering the product directly to customers.

**Q: My farm sells our own produce at our farm stand/CSA. If I start adding meat and dairy products from other farms and processors to our farm stand/CSA, will I need a license?**

A: If you don't already sell meat and dairy at your farm stand or in your CSA, you will need to obtain retail licenses in order to do so.

## Aggregators and Food Hubs

**Q: What about aggregators and food hubs that haven't previously aggregated and sold meat and dairy?**

A: If you do not already aggregate meat and dairy products, for delivery or pick-up, you will need to obtain retail licenses in order to do so. Once an aggregator has a retail license for the product they've aggregated, there are no additional license requirements for delivering the product directly to customers in their residences.

**Q: Do I need a license to repackaging foods I receive from farms into smaller containers for direct to consumer retail?**

A: Aggregators seeking to repackage meat or dairy products for the first time will need to contact VAAFM to learn about the inspection and license requirements for processors. You do not need a license to repackage produce. If an aggregator is packaging items for sale at a later date, labeling requirements may apply. If you have questions about labeling pre-packed goods, contact the Weights and Measures Section at 802-828-2426 or [Marc.Paquette@vermont.gov](mailto:Marc.Paquette@vermont.gov).

Please keep in mind that even though licenses aren't always required, an entity that repackages food is subject to food safety regulations under the appropriate regulatory body, such as the Vermont Agency of Agriculture, Food and Markets or the Vermont Department

of Health. For questions about food safety regulations that may apply to your operation, contact 802-505-1169 or [Ian.Wilson@vermont.gov](mailto:Ian.Wilson@vermont.gov).

## Best Practices

**Q: What should producers, processors, and aggregators keep in mind across products?**

A: Maintain best practices to protect public health and slow the spread of coronavirus. Find resources to help protect essential workers in the food system below. In addition, please refer to general workplace guidance from OSHA<sup>4</sup>, CDC<sup>5</sup>, the WHO<sup>6</sup>, and the Vermont Department of Health<sup>7</sup>. Food Business Workplace Guidance:

- Vermont Department of Health - COVID-19 Guidance for Food and Lodging Businesses<sup>8</sup>
- Food and Drug Administration - Best Practices for Food Pick-Up/Delivery Services<sup>9</sup>

## COVID-19 Resources for Agriculture Businesses

- Learn more about current resources available at: [agriculture.vermont.gov/covid-19-information](http://agriculture.vermont.gov/covid-19-information).
- FDA has issued temporary flexibility for federal food labeling and other requirements to support the food supply chain and meet consumer demand during COVID-19<sup>10</sup>.

## The Bottom Line

When selling or delivering meat or dairy for the first time, please contact the Vermont Agency of Agriculture, Food and Markets to determine what licenses you need.

- Meat Section: 802-828-2426 or [Julie.Boisvert@vermont.gov](mailto:Julie.Boisvert@vermont.gov).
- Dairy Section: 802-828-2433 or [Elizabeth.Flory@vermont.gov](mailto:Elizabeth.Flory@vermont.gov).

## Other helpful contacts:

- For questions about labeling and scales, contact 802-828-2426 or

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## Looking for Some Stress Reduction? Try Farm First.

**F**arm First is a free and confidential business and personal service which automatically covers Vermont farm owners and family members living on the farm.

Farm First is set up to assist farmers to address stress, much of which is associated with the very real challenges on Vermont's farms. Whether you have a farm personnel issue or a personal or family concern, Farm First is ready to help. Farmers call us about practical resource issues (eldercare, childcare, housing, medical, legal or financial concerns) and about relationship or family issues, grief and loss, alcohol or drug addiction, depression or anxiety, and management issues. Farm First also helps farmers adapt to injuries and health problems.

To access Farm First you can go to [www.investeap.org/farmfirst](http://www.investeap.org/farmfirst) or call 877-493-6216

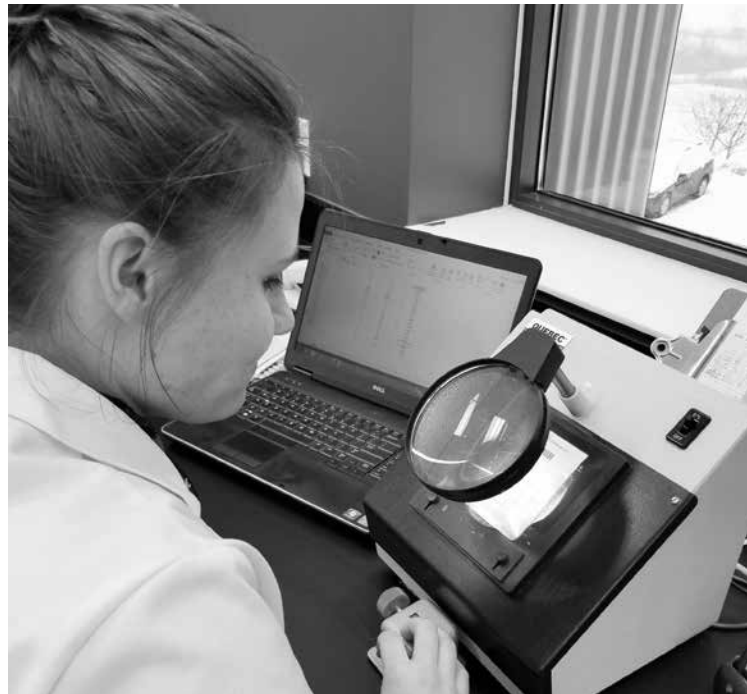
The Farm First website will redirect you to the Invest EAP website. Invest EAP is the parent organization for Farm First. Invest EAP provides self-assessment tools and information on a variety of health, mental health, legal and financial topics. You will be asked to create a login when accessing the site for the first time. (Organization Password: farm)

# Celebrating Dairy Month With the AgNErDs at VAEL

By Rebecca Harvey, Sam Beck, Amanda Michaud, VT Agency of Agriculture, Food & Markets

The Vermont Agriculture and Environmental Laboratory (VAEL) plays a critical role in milk's journey from farm to table: it houses the Vermont Dairy Laboratory. As one of the most regulated food products, dairy requires a collaborative effort between farmers, inspectors, and scientists to ensure its safety and quality. VAEL works under the Food and Drug Administration to ensure Vermont Dairy adheres to these regulations.

VAEL receives more than 20 varieties of dairy products from inspectors and samplers each week. Products include raw and finished milk, creams, ice cream, yogurt and kefir, and soft cheeses. The lab performs tests to check for pasteurization, bacterial counts, antibiotics, butter fat content, and somatic

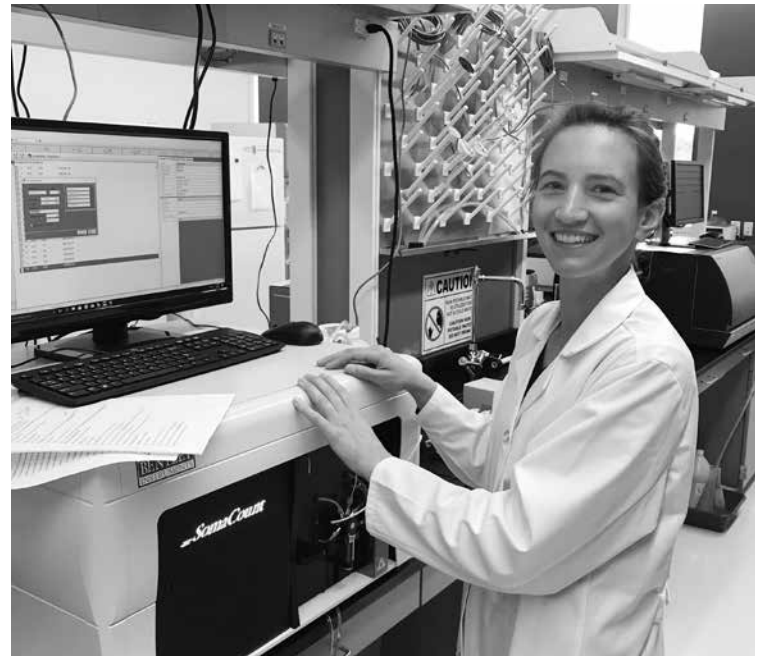


VAEL Microbiologist Sam Beck performing bacterial counts.

cells. Testing is also done on dairy process and glycol water samples to determine the presence of coliform bacteria, including *E coli*, in the water source. VAEL serves the small farmer as well by diagnosing mammary (udder) infections in animals at its Mastitis lab. Farmers submit udder quarter samples or bulk tank samples for analysis, which can

provide valuable information for treatment. In all, the lab processes thousands of samples each year.

Along with sample analysis, the Dairy lab has Laboratory Evaluation Officers (LEO) who visit certified and approved processors and producers that make and/or sell dairy products. There are over 60 of these facilities in Vermont




VAEL Microbiologist Amanda Michaud performing somatic cell counts.

and LEOs ensure that national testing standards are met at each one.

Vermont's dairy farmers, processors and producers

work hard to provide the best quality dairy to consumers, and VAEL is proud to serve such an important supporting role.



**DAIRY GRAZING  
APPRENTICESHIP**

**SERIOUS ABOUT FARMING??**

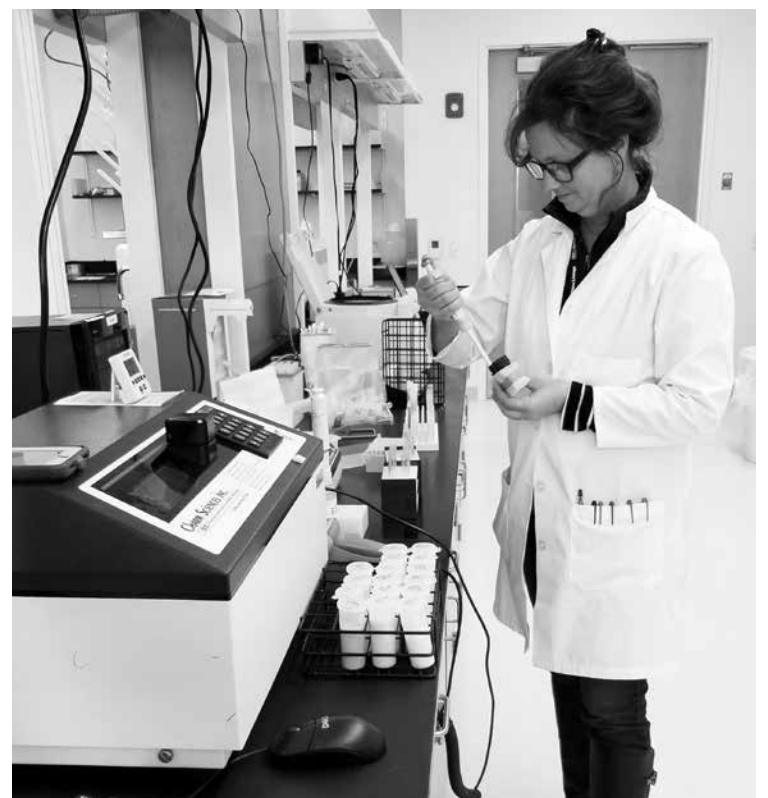
**SO ARE WE!**

**We have candidates  
to help your farm succeed.**

**Contact Mary Ellen Franklin**  
VT DGA Education Coordinator  
Maryellen.franklin@uvm.edu  
P: 802-254-2228

*Want to farm? Check us out...  
we have opportunities available now!*

**VISIT US AT DGA-NATIONAL.ORG**



VAEL Microbiologist Kristen Needham preparing samples to test for pasteurization.



# Water Quality Grant Programs

*Budgets and Potential Program Impacts Due to COVID-19 Crisis*

By Nina Gage, VT Agency of Agriculture, Food & Markets

The COVID-19 Crisis has created uncertainty across businesses, non-profits, and within government programs. The impacts of the crisis are still somewhat unknown and continue to reverberate through our food system from milk prices to grant programs to food available on the grocery store shelf. One of the major impacts we are working

through, are the potential budget deficits and the resulting impacts on water quality grant programs.

Due to COVID -19 impacts on the state budgets and revenue sources from taxes to fees, we anticipate reduced funding available for water quality programs, however these impacts are still unclear as statewide budgets are being assessed by the Legislature. The Agency encourages all farms to continue to apply for and request assistance

as needed. Vermont Farms consistently demonstrate a strong commitment to water quality, and it is important that farms apply for programs as a means of demonstrating and understanding the demand during these times of economic recession. Please refer to our website ([agriculture.vermont.gov/water-quality/assistance-programs](http://agriculture.vermont.gov/water-quality/assistance-programs)) for the most up to date information about program availability.

Please do not be shy about getting in touch and requesting technical or financial assistance. Below is a summary of the various Water Quality grant programs at the Agency. Visit our website to learn more or apply.

Please note that for all programs, farm operations that meet the threshold for the Required Agricultural Practices are eligible to apply.

## FAP Program

The VAAFM Farm Agronomic Practices (FAP) Program invests state funds in soil-based agronomic practices to improve soil quality, increase crop production, and reduce erosion and surface runoff from agricultural fields.

The FAP program can provide funding for the following agronomic practices: cover cropping, conservation crop rotation with or without a nurse crop, conservation tillage, no-till pasture/hay land renovation, manure injection, and rotational



grazing. Applications for rotational grazing are due June 15 and applications for cover crop are due August 1. The payment rates vary by practice type and applications are due for all other practices at least 30 days prior to implementation. There is a maximum of \$8,000 available per farm operation for each State Fiscal Year July 1 through June 30.

## BMP Program

The Best Management Practice (BMP) Program assists farmers with on-farm improvements designed to abate non-point source agricultural waste discharges into the waters of the state of Vermont.

All farms seeking assistance should apply to the program as early as possible for the specific service they are seeking - technical, financial, or EQIP financial assistance.

- Farms should apply for EQIP-Assist when the farmer has ranked out for an EQIP Contract.

- Apply for Technical Assistance as soon as a water quality concern is identified or a need for permitting or variance assistance arises.
- Apply to the Farmstead Best Management Practices (BMP) Program annually by April 1st for design services and funding of conservation practice.

All applications are reviewed on a rolling basis. Applications for the Farmstead BMP Program received after April 1st will be rolled into the next year's applicant pool.

## PSWF Program

The Pasture and Surface Water Fencing (PSWF) Program provides pasture management technical assistance and financial assistance to Vermont farmers to improve water quality and on-farm livestock exclusion from surface waters statewide. Enrollment for this program is ongoing.

## For Agricultural Events and Resources Visit:

- The VT Agency of Agriculture Events Calendar: <http://agriculture.vermont.gov/events/month>
- UVM Extension Events Calendars: [http://www.uvm.edu/extension/extension\\_event\\_calendars](http://www.uvm.edu/extension/extension_event_calendars)
- Vermont Farm to Plate Events Calendar: <http://www.vtfarmtoplate.com/events>
- Northeast Organic Farming Association of VT Events Calendar: <http://nofavt.org/events>
- DigIn Vermont Events Calendar: <https://www.dig-invt.com/events/>
- Required Agricultural Resources (RAPs) Resources: <http://agriculture.vermont.gov/water-quality/regulations/rap>
- Agency of Ag's Tile Drain Report now available here: <http://agriculture.vermont.gov/tile-drainage>
- VAAFM annual report now available here: [http://agriculture.vermont.gov/about\\_us/budgets\\_reports](http://agriculture.vermont.gov/about_us/budgets_reports)
- Farm First: Confidential help with personal or work-related issues. More info call: 1-877-493-6216 any-time day or night, or visit: [www.farmfirst.org](http://www.farmfirst.org)
- Vermont AgrAbility: Free service promoting success in agriculture for people with disabilities and their families. More info call 1-800-639-1522, email: [info@vcil.org](mailto:info@vcil.org) or visit: [www.vcil.org](http://www.vcil.org).

For more agricultural events visit our *Funding Opportunities & Resources for Businesses* webpage at: [http://agriculture.vermont.gov/producer\\_partner\\_resources/funding\\_opportunities](http://agriculture.vermont.gov/producer_partner_resources/funding_opportunities)

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# Vermont Positive Dairy Campaign Adapts to Changing World

By Scott Waterman, VT  
Agency of Agriculture, Food &  
Markets

**Y**ou may recall we recently told you about an effort to promote and expand positive dairy messaging throughout the state and beyond, with

an eye on telling the story of our dairy farmers and their legacy of service to us all, but also towards growing dairy purchasing by consumers. This campaign has been underway this year, with research and interviews, all with an eye toward an end-of-summer

launch. Due to COVID-19, this effort has moved up in timing and importance, and adapted to directly address the challenging times dairy is experiencing now.

HMC Advertising, based in Richmond, has turned to develop this message in the face of the impacts on

dairy markets caused by coronavirus. The Agency is working with HMC and the Vermont Dairy Promotion Council to develop a message of support while also asking consumers to think Vermont dairy in their everyday behavior. We can all support our state economy and recovery from COVID-19 by supporting our Vermont dairy producers, buying Vermont dairy products and continuing that

behavior into the future. Look for this effort on television, print and digital, social media and beyond. We will get through this together!



## Water Quality Grant Programs

*continued from page 5*

### GWFS Program

The Grassed Waterway and Filter Strip (GWFS) Program can provide technical and financial assistance to Vermont farmers for in-field agronomic best practices to address critical source areas, erosion, and surface runoff. The Program's goal is to reduce soil erosion and improve soil and water quality on cropland that contributes a disproportionately high level of nutrients in runoff.

Enrollment for this program is ongoing.

### CEAP Program

Financial assistance is available for new or innovative equipment that will aid in the reduction of surface runoff of agricultural wastes to state waters, improve water quality of state waters, reduce odors from manure application, separate phosphorus from manure, decrease greenhouse gas emissions, and reduce costs to farmers when they apply manure. Currently, this program is closed for applications, but we anticipate opening the program

for applications this fall.

The Agency advises farmers to plan ahead as best as possible for implementation of conservation practices, especially when seeking financial assistance. We encourage all farms to continue to apply for and request assistance as needed. Please refer to our website ([agriculture.vermont.gov/water-quality/assistance-programs](http://agriculture.vermont.gov/water-quality/assistance-programs)) for the most up to date information about program availability, call 802-828-2431 or email [AGR.WaterQuality@Vermont.gov](mailto:AGR.WaterQuality@Vermont.gov).

## Vermont Foodbank

*continued from page 1*

are' as a state," says Dan Smith, president and CEO of The Vermont Community Foundation. "To be able to respond to a need for milk distribution and help feed Vermonters who are struggling are exactly the type of reasons we created the VT COVID-19 Response Fund, and we're thrilled to work with such stand-up partners."

Beginning in early May,

product will be donated on a weekly basis and donated to the Vermont Foodbank in amounts 1,152 gallons of milk for 10 weeks and 2,000 servings of yogurt each week for 21 weeks of, helping the Vermont Foodbank to serve thousands of clients. The Vermont Foodbank, which serves more than 153,000 individuals each year, has seen an increase of up to 100% of percent in demand since mid-March due to the Covid-19 pandemic.

"We are pleased to be a part of this initiative to get nutritious dairy products to Vermont families during these difficult times," said Kiersten Bourgeois, Manager, Communications and Industry Affairs for DFA. "Dairy farmers are also being challenged by disruptions as a result of COVID-19 and this initiative is a step in the right direction to supporting many parts of our society."

## For Immediate Release

The Vermont Agency of Agriculture, Food and Markets have received an application for a Milk Handlers license from the following entity: Aires-Hill Farm, LLC of Enosburg Falls, Vermont to process, package, buy and sell, milk, cream, cultured products, butter, cheese, powdered and/or evaporated milk products, and pasteurized ice cream mix within the State of Vermont. If anyone has germane information as to why or why not this company should or should not be licensed those comments are to be sent to:

The Vermont Agency of Agriculture Food and Markets  
Dairy Section Office  
116 State Street, Montpelier, VT 05620-2901

All written comments must be received by June 30, 2020.

At that time the Agency will make a determination as to whether a hearing will be held. If we determine that a hearing is necessary and you wish to attend please write to the above address attention Dairy Section.



## VERMONT FOOD SYSTEM PLAN ISSUE BRIEF

# Cheese

**Editor's note:** This brief is part of the Vermont Agriculture & Food System Plan submitted to the legislature in January.

**Lead Author:** Tom Bivins (former Executive Director of the Vermont Cheese Council)

**Contributors:** Vermont Cheese Council members and staff, Galen Jones, Crowley Cheese and Kate Turcotte, Orb Weaver Creamery

### What's at Stake?

Vermont boasts more state-inspected cheese producers per capita than any other state in the nation—close to one cheese maker for 13,000 people, generating more than \$657 million in annual revenue. Vermont cheese makers create superior quality cheeses, winning national and international awards in numbers disproportionate to the size of our state. It takes ten pounds of milk to make one pound of cheese, making cheese a more consistently profitable option than fluid milk for dairy farmers. Vermont's small dairy farms, challenging terrain, and short growing seasons create a disadvantage for Vermont dairy farmers relative

to other national dairy producers in the commodity market but can be used as an advantage for value-added producers. Environmental concerns and low milk prices continue to be a struggle for many dairy farmers; however, dairy farms and related processing are central to Vermont's landscape and identity (see Dairy brief, Goats brief both available on the Agency's website <https://agriculture.vermont.gov/document/vermont-agriculture-and-food-system-plan-2020>). A viable future for Vermont dairy needs to be premised on a strategy that compensates for these challenges and leverages Vermont strengths.

### Current Conditions

Vermont has been a cheese making state since the early days of the industry. Cabot celebrated 100 years in 2019, and another large producer, Grafton Village Cheese, celebrated 127 years. Over the past three decades, the specialty cheese sector has developed rapidly, building on the success of Cabot and other well-known brands. In 1997, 19 people founded the Vermont Cheese Council as a response to market demand for specialty cheeses

and built on Vermont farmers' eagerness to adapt when opportunity presents itself.

Today, Vermont has over 60 cheesemakers, with large-scale and smaller on-farm artisanal producers together making more than 225 varieties of cheese. From value-added on-farm dairy operations to purely cheese-making facilities, cheese making operations have tripled while family farm milk operations have steadily consolidated or disappeared.

For the most part, the



Vermont commodity milk industry and the far smaller artisanal cheese making industry do not operate in concert with one another, though they could and do in some cases. Due to dairy co-op policies and economies

of scale, it is difficult for small cheesemakers to source cheese-quality milk from the co-op system. This makes it very difficult for small cheesemakers to establish themselves unless they are also prepared to be dairy farmers, and difficult for established farmstead cheesemakers to grow because they are limited by their herd size and often cannot source additional off-farm milk to produce a larger volume of cheese.

Artisanal cheesemakers require milk of exceptional quality. Much of this cheese

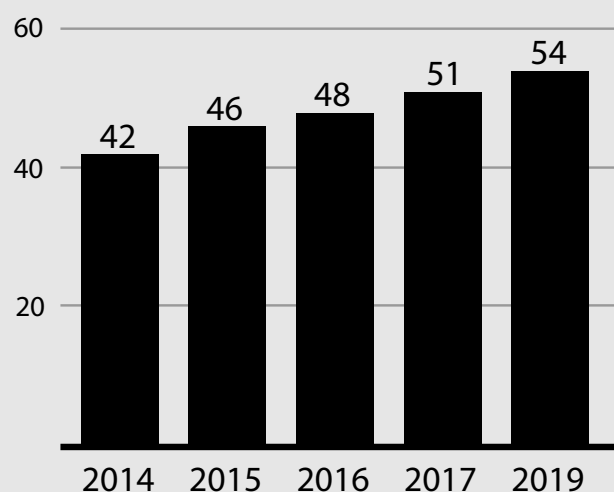
is made with raw milk, which requires particular care in production and handling. A marketplace effectively optimized to make the highest-quality milk available to cheesemakers would support much higher growth in Vermont premium cheese production.

### Bottlenecks and Gaps:

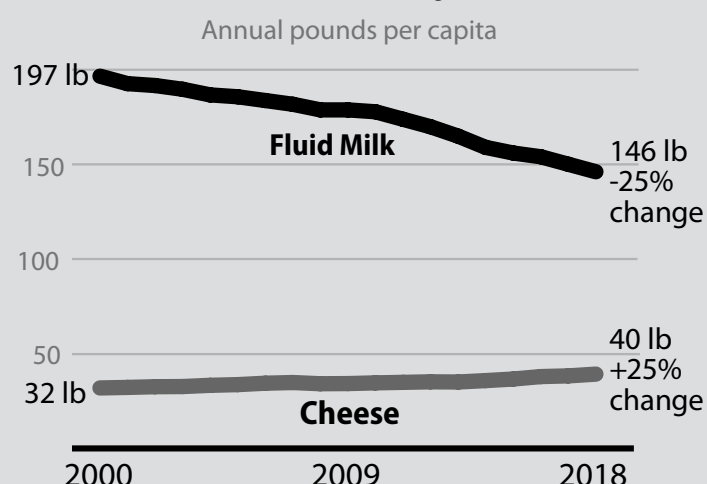
- There are structural limitations in the dairy co-op system and farmer agreements that restrict cheese-quality milk sold directly or distributed directly to cheesemakers.
- There is a lack of incentives for producing milk that is pathogenically and compositionally produced specifically for best-quality cheesemaking.
- There is confusion amongst consumers regarding dairy and value-added product labels such as "raw," "grass-fed," "organic," "farmstead," "artisanal," and "natural."
- Most small cheese producers have limited marketing budgets and are unable

### Membership of the Vermont Cheese Council

The Vermont Cheese Council has seen steady growth since its founding, including 12 new members in 2014-2019 alone.



While national consumption of dairy fluid milk has been declining, consumption of cheese has been increasing.



*continued on page 15*

# Growing Works of Art Contest Winners

Submitted by Lisa Halvorsen,  
UVM Extension

**G**rowing Works of Art is an arts and writing contest for students in grades 1-8. This contest is hosted in partnership with UVM Extension and the Vermont Department of Forests, Parks, & Recreation.

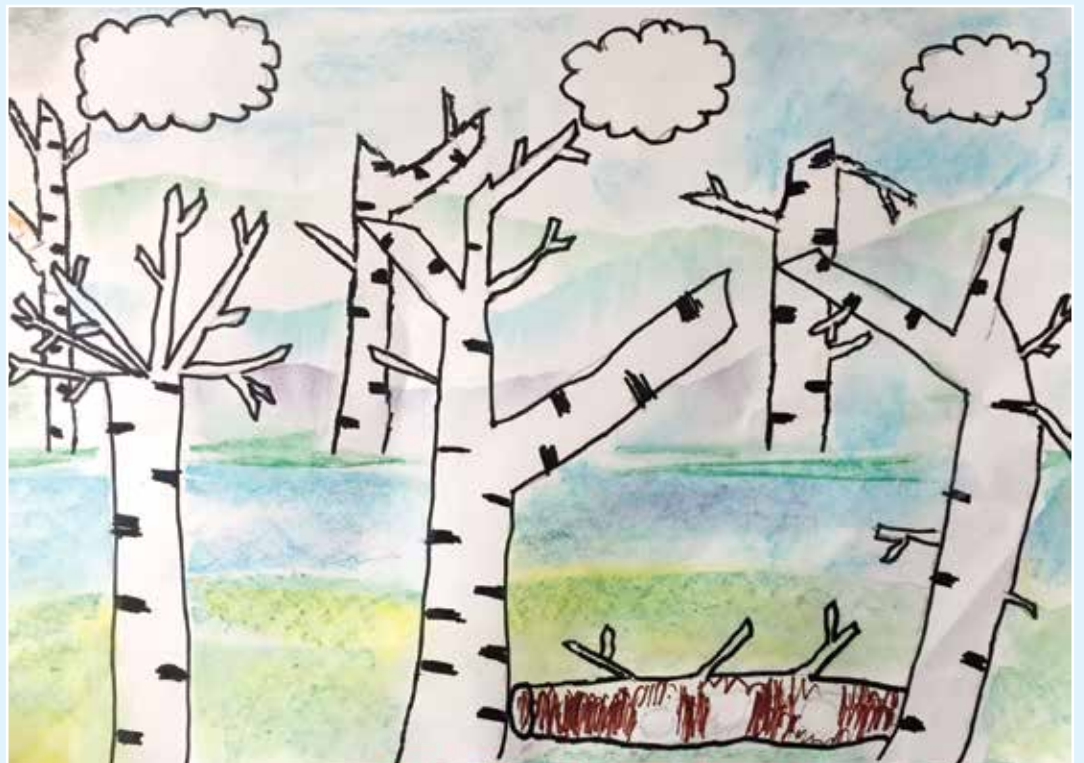
This month, we are sharing the drawings and essays for grades K-2.

The 2020 contest theme was "Trees are superheroes: share your tree story of why we need trees!"

Thank you to the Vermont Urban and Community Forestry Program for the images.

I really like nature because when I go to bed, I can hear all different kinds of birds in the trees. When I play outside, there is a big tree I like to climb with my brother. We shake snow onto my little sister! We also like going into the woods and sledding. There is a jump between two trees. It is really fun! When we go camping at the beach, my brother and I go into the woods to get wood for the campfire. At my cousin's house, you can bring a snowboard up into the woods and snowboard down by the trees just before you hit a jump over the river.

*Hale is in 2nd grade and attends Fletcher Elementary School in Cambridge.*



This is my rainbow tree! It is special because it's awesome and colorful. If I could, it would be cotton candy flavored. It's the best tree that I can think of! Trees are important because they are a part of nature and give us air to breathe.

*Levi is a kindergartener who participates in the Upper Valley Haven Afterschool Program in White River Junction.*



Trees are very pretty. They give us oxygen. If we didn't have trees, we wouldn't have life. I have pine trees at my house. We have a fort in one tree with a little doorway. That tree is very special to me.

*Thea is in 1st grade at the Rochester School in Rochester.*



# Field by Field Yield and Why it Matters

By Jennifer Alexander –  
Poultney Mettowee NRCD

From a nutrient management planning perspective, it is important to know field-by-field yields so that each field can be fertilized for the realistic potential of that soil type. We know inherently that a loamy sand will yield more than a heavy clay, but what is the yield difference between a fine gravel sandy loam, and a loamy sand, or a field that is a combination of soil types? The USGS Soil Fact Sheets for Vermont can give some guidance for yield potential, but at best, it is only a starting point.

## Measuring Forage Dry Matter

Measuring yields on hay, haylage, baleage, green forage etc. is challenging due to different harvest moisture levels. Calculating the dry matter yield provides consistency between the different forage crops and a basis for nutrient recommendations.

If you are baling, for each field note the bale count on the baler before you start and when you are done. If you do not have a counter, or it doesn't work, then

you will need to manually count bales per field. Next you will need to weigh a few bales to determine the average bale weight.

If you are chopping forage, the first step is weighing each truck or forage wagon to determine the empty weight, tare, then weigh each truck or forage wagon with a full or with the "typical" load, or gross weight. Next subtract the tare from gross weight to find out the load weight. Depending on your location, you can weigh vehicles at most commercial gravel pits or with portable truck scales. Several Conservation Districts and UVM Extension offices have scales you can borrow, or staff from these groups can come to your farm and weigh the equipment with you.

Next you need to measure the moisture content. The best time for measuring moisture is at harvest. Companies such as AgraTronix, make in-row moisture testers that give moisture readings within three minutes of sampling. Other types, such as the Koster Moisture Tester, allow you to dry down a known weight of hay, measuring the weight difference between

### Example for dry bales expressed in percent:

Moisture Reading 1: 14% converts to .14  
Moisture Reading 2: 15% converts to .15  
Moisture Reading 3: 12% converts to .12  
Moisture Reading 4: 12% converts to .12  
Moisture Reading 5: 13% converts to .13

Total of the Readings: .66 / 5 =  
.132 (13.2%) average moisture  
1.00 - .132 = 0.868 dry matter average (86.8% DM)

dry and wet samples. There are also bale probes that work after the hay is baled. Several readings should be taken either from around the field or from a variety of bales, then averaged to get the average harvest moisture. Subtract the average moisture from 1.00 to arrive at the dry matter content. (see Example)

### Formula for Calculating Dry Matter Yield Per Acre

Number of bales x  
Average Bale Weight lbs x  
Average Dry Matter (DM)  
[see example] divided by

2000 to determine the DM yield for the field in tons. Then divide by the field acres to get the tons of DM yield per acre.

For each harvest, add together the tons of DM yield per acre and divide by number of harvests done to get the per acre DM yield for the season.

### Connection to Nutrient Applications

Having an accurate yield increases the accuracy of the crop nutrient removal rate which is an important piece in a nutrient management plan. According to the

Typical Crop Nutrient Removal chart in the UVM Nutrient Recommendation for Field Crops in Vermont, cool-season grasses remove approximately forty pounds of nitrogen, fifteen pounds of phosphate, (P<sub>2</sub>O<sub>5</sub>) and fifty pounds potassium (K<sub>2</sub>O) per ton of yield. If nutrients are applied based on an estimated 4 tons per acre dry matter yield, when in fact you are only harvesting two tons per acre, you are over applying nutrients which cost you money and leads to excessive nutrients in the soil over time.

This increases the risk of runoff. High or excessive phosphorus in the soil can unintentionally harm nearby streams and lakes leading to harmful algal blooms. Likewise, if you fertilized for two tons per acre dry matter yield and you are harvesting four tons per acre, you will eventually deplete the soil and forage yield will decrease.

Do not expect this to be precise. Not every load or bale will be the same and inevitably there will be the half loads that will be accounted for as best they can. It is best to keep track every year so that you will be able to calculate a good field average after several years. Finally, include notes about the growing season and any weather events that might have affected yield.

If you need assistance measuring your yield and dry matter content, or a set of scales, contact your local Conservation District or Extension Office.



Portable truck scales used to weigh farm equipment

### PMNRCD offers several services to farmers:

- Assistance understanding available Ag programs and funding sources
- Confidential on-farm assessments of regulatory compliance
- Assistance identifying potential water quality issues on the farm
- Conservation equipment rentals (no-till drill and aerator)
- Portable truck scales for weighing loads
- Comprehensive support for nutrient management planning
- Grant writing assistance

#### Contact:

Jennifer Alexander, 802-558-6470; [jennifer@pmnrcd.org](mailto:jennifer@pmnrcd.org)  
Stefano Pinna, 802-373-5766; [stefano@pmnrcd.org](mailto:stefano@pmnrcd.org)

## VERMONT VEGETABLE AND BERRY NEWS



Compiled by Vern Grubinger,  
University of Vermont  
Extension  
(802) 257-7967 ext. 303, or  
vernon.grubinger@uvm.edu  
[http://www.uvm.edu/  
vtvegandberry/](http://www.uvm.edu/vtvegandberry/)

## Reports From The Field

(Starksboro) We have started taking online orders and making home deliveries. Our H2a workers were four weeks late. People seem very inclined to buy local. Both wholesale and retail sales are way ahead of last year. I thought we might have a lot of US workers applying for work, but it's not the case. Put in a new hand washing sink after research revealed that soap and water is better than hand sanitizer. Covid-19 protocols by the dozen. All-in-all a very eventful spring so far.

(Burlington) We are finishing up our winter tunnel greens and flipping tunnels to tomatoes, cucumbers, and peppers for the summer. We had an amazing crop of winter greens this year with the milder winter, and I am hoping our summer production is similarly excellent. We are testing a new (to me) product instead of stakes for basket weaving: a metal rod of about 9-gauge stiff rod/wire that hangs from the tunnel frame that serves as the attachment

point for tomato basket-weaving twine. If it works to contain our determinate tunnel tomatoes, it will save a ton of setup and removal twine compared to wooden stakes.

Our spring farm work is manageable so far, but our summer CSA looms a month off, with all of the modifications that entails from our typical distribution. We have made the decision to pre-bag our summer shares through late June, then hopefully taper off on bagging through July. Our business model rests on a lot of vegetable choice, distribution flexibility, and human interaction and contact. So far, our winter CSA members have been great, but we are about to find out just how tolerant our people are to not have all the great things we usually offer on the farm.

(Shrewsbury) Our spring CSA is over three times its normal size, and summer CSA signups now almost twice the size they normally are. We have been fortunate to be able to source some storage vegetables from larger organic farms to round out the greens that we're harvesting now, and our farm is selling a lot of greens to other farm stands. We had not done this volume of sourcing and selling vegetables to/from other farms before, it has been rewarding to work with other farms in that way. We used to do one year-round market and one additional summer market...having taken 6 weeks off from market, we are looking at the possibility of dropping farmer's markets entirely.

Last weekend was the first time where our work

settled down enough for our family to enjoy a real Saturday and Sunday off with no farmer's market to run, what a treat! The past six weeks have been very challenging to make such big changes so quickly, but we're trying to make the most of this wide-open opportunity to make big changes to our farm's marketing structure. This year our big goal is to develop our marketing channels in a way to get to spend a little more time with our family.

In the field, one of the themes of this year is trying to realize production efficiencies by paying more attention to detail in bed preparation. We were lucky to get some greens seeded outdoors in early April's warm spell. Our normal crop plan is mostly thrown out the window as we adapt to different markets and increase production to meet the increased demand...it will be an interesting year and we are looking forward to doing our best!

(Elmore) Ramps are up, snow is gone, but more predicted for this week. Almost eighty degrees Sunday on our hill; everyone was happy about this except for us who must dig all we can before the leaves open. Unsure of all our fruit markets. Local stores even veggie stands have not been calling us back to reorder.

We supply some breweries that have not told us yet if they will be wanting our fruit. So, we are focusing on our field health and planting out groves of things we always wanted here and hoping it will all turn out for the good. Feeling proud to be an essential part of the world. Feeding people really stands out during a time like

this. We are all doing such important work!

## Tech Tips From UVM Extension Ag Engineering

**Drain Guide:** A new guide to drains is available on the blog at <http://go.uvm.edu/drains>. It covers everything from directly plumbed drains, to floor or spot drains, to trench drains. We even have a construction drawing for a trench drain!

**Spring Cleaning in the Cooler:** It's not a bad time of year to take a look at your coolers and consider a deep cleaning while also ticking through some preventive maintenance. We have a guide on the blog at [http://](http://go.uvm.edu/coolerchecklist)

[go.uvm.edu/coolerchecklist](http://go.uvm.edu/coolerchecklist).

### Bins Guide Updated:

We have updated our every growing guide to Bins, Buckets, Baskets & Totes at <http://go.uvm.edu/bins>. One highlight is fish baskets available in different colors!

**Ag Engineering Podcast** - fresh, crisp episodes are released each week as Andy talks with growers to help share tools, tips, and techniques to improve the sustainability on your farm. Recent topics have included setting up an online store, rural markets, paper pot transplanter, and a single row walk-behind vacuum seeder. Full episode list, show notes, and subscription links at <http://agengpodcast.com>.

## Shifting Markets

*continued from page 3*

[Marc.Paquette@vermont.gov](mailto:Marc.Paquette@vermont.gov).

- For general questions about food safety regulations, contact 802-505-1169 or [Ian.Wilson@vermont.gov](mailto:Ian.Wilson@vermont.gov).
- If you are preparing or selling value-added food products for the first time, contact the Vermont Department of Health Food and Lodging Program at 802-863-7221 or [FoodLodging@vermont.gov](mailto:FoodLodging@vermont.gov).

## Additional Resources

Type [bit.ly/3aClZFz](http://bit.ly/3aClZFz) into your browser to view the digital version of this FAQ article on the VAAFM website. From there, you can click the resources listed below to learn more.

1. Agency Application for Retail License.
2. Agency Retail Inspection Regulations.
3. Agency Licensing & Registration Library.

4. OSHA Guidance on Preparing Workplaces for COVID-19.
5. CDC Interim Guidance for Businesses and Employers to Plan and Respond to Coronavirus Disease 2019 (COVID-19).
6. WHO Getting Your Workplace Ready for COVID-19.
7. Vermont Department of Health COVID-19 Health & Safety Tips for Essential Businesses.
8. Vermont Department of Health COVID-19 Guidance for Food and Lodging Businesses.
9. FDA Best Practices for Retail Food Stores, Restaurants, and Food Pick-Up/Delivery Services During the COVID-19 Pandemic.
10. FDA Provides Flexibility to the Food Industry to Support Food Supply Chain and Meet Consumer Demand During COVID-19.



## CLASSIFIEDS

**For Sale:****BEES AND QUEENS****McFarline Apiaries**  
*Untreated bee breeding*

VT 5 frame Nucs and deep singles  
\$200-\$300, Available May-June  
MCF Queens \$30: June to end of July  
tmcfarline2@yahoo.com

[www.mcfarlineapiaries.com](http://www.mcfarlineapiaries.com)

**802-537-3294**

*Call or email now for details*

**Bees & Honey**

Queens and nucs: Ready to go—5 frame nucs (you take box) for \$170; regular 5 frame (bring your own box) \$160! We are also selling 3# packages for \$140. A \$40 nonrefundable deposit is required on all nuc sales. Our northern survivor queen prices are the same \$32 unmarked; \$34 marked. See our web site for order of eleven or more for pricing. These are our own hybrid queens from our northern survivor stock bred for the most favorable traits from various breeds. Please be advised we do not ship priority mail outside of New England. All other orders must be express! See our site for covid-19 pick up stipulations. [www.vtbees.com](http://www.vtbees.com) 802-948-2057

**Cattle**

4-year-old black Angus proven bull for sale. Good bloodlines. Excellent temperament. 2500\$ delivered price. Call 802-558-8196 or 802-265-3078 for more info

12 – 2-month-old Holstein heifer calves. \$200 each or make an offer on all. We milk 200 cows and have too many. 802-375-5795

350+ cow and 200+ young stock barn/farm facility available for rent. Complete dairy farm with modern double 10 BouMatic parlor. No livestock included. All buildings have slatted floor, no alley scraping needed.

Headlocks in all livestock barns, mattresses, curtains, 2 bulk milk tanks. 700 acres of feed for purchase. Rent, buy or will consider raising young stock for other farmers. Let's discuss the possibilities. 802-533-2984

Purebred Polled Hereford yearling heifers. Lull Brook Farm call: Alden Dana 802-436-2068 or email [adana77@comcast.net](mailto:adana77@comcast.net).

2 Registered Guernsey cows: Certified A2A2, milking 75-80lbs both sired by Welcome JT \$1200 each. 1 registered Guernseybred heifer due late August A2A2 certified sired by Latimer; dam is EX90 \$1500. 802-222-4047

Yearling beef steers and heifers \$500 to \$600 each. Beef going up and with good pasture possible to double money by fall, also beef cow calf combination \$1000. 802-728-3760

22 Jersey cows 2 bred heifers. 4 fresh Jan, 2 Feb, 3 due Mar, 4 Apr, 1 May, 2 Jun. Can be reg. Feed grain hay pasture. 802-775-3846

3 breeding age bulls- one Hereford, 2 Angus for breeding or beef. Asking \$850 each or will consider trading for Hereford heifers. 802-586-2857

Angus Bulls for sale — good genetics, calving ease bulls. Please call 802-533-9804. Greensboro, VT 05841

**Equipment**

Hay elevator - 15 ft, by Snowco, GE motor S-line; 11(eleven) Utility GATes by Tractor Supply ( 50" high - 4at 8 ft, 5 at 4 ft, 1 -6 ft, 1- 10 ft). One 16 gal heated tub, a 4.5 gal Fortex bucket, and various stock tanks. Call 802-694-1602 or [emailbonnehagenfarm@gmail.com](mailto:emailbonnehagenfarm@gmail.com).

2 Gehl forage boxes 970 and 980 on heavy running gear, 2 manure spreaders: NI 3932 and Kuhn tandem, Uebler 810 feed cart. I can be reached at 802-230-8525

International 843 4-row narrow combine cornhead; 3250 Reel Auggie Mixer on gas 1995 Ford 450; Used Agway water bowls. Call for prices 802-770-0959

Free old tires, good for farm use only. Call 603-256-8422.

3 pt hitch wood splitter, Farming wench, Empyre Pro Outdoor Wood Furnace, two 550 gal fuel tanks and two 275 gal fuel tanks. 802-746-8979

1949 Farmall H good paint & tires, runs well 802-592-3356

Sled used for gathering sap. Made by Ben Thresher in Barnet. 802-592-3356

John Deere 4420 4wd combine, 2800 hours, two heads in good shape. \$15,000. Call 802-442-5353.

1 new 12-4-28 tire. Also, Farmall H good condition – paint & tires. 802-592-3356

Reel Auggie 3250 mixer with scales on F-450 truck; IH 843 4 row narrow corn head; IH 7ft window head off 881 Harvester. Rutland, 802-770-0959

375 gal full tank \$100. CMT bale wrapper \$250. 2 bottom plow \$75. 802-426-3339

3000 gallon Mueller bulk tank with 2-5 horsepower compressor. 802-487-4467

Mueller 500 gallon bulk tank with compressor in good condition \$800 OBO. Pequea model 250 3-pt hitch tractor saw with 30" blade – like new- \$1000 OBO. 3 pt hitch

– 4 ft hydraulic log splitter \$1800 OBO 802-893-2262

1250 Girton bulk tank (sap only), 8ft back blade, 3 ton brock grain bin. 16 ft hay elevator, 20 ft hay elevator. 802-624-0143/802-895-4683

Red cedar posts. 7ft \$5.00. Sharp \$5.50. 8ft \$6.00. Haylage 35/ton. 802-265-4566

Hesston 8550 S 16 ft. Discbine with merger. Cummins motor like new always been in shed stored. 4280 engine hours 3282 cutter hours \$41,000. IH 1486 tractor 160 hp. Deluxe cab AC low hours \$13,000. IH 1086 tractor 140 hp. New engine 54081000pto runs excellent \$6500. IH 2350 loader fits both tractors \$2500. Pair 20.8-38 dials for \$1,000. 802-537-2435

2955 John Deere Tractor 4WD, platform with 740 loader, bucket, forks, bale grabber and rock bucket. 4450 John Deere Tractor 4WD, cab, 925 Mower conditioner with impellers. 802-236-4716

Used farm equipment, harrows, rakes, Tedder, all over 20 years old \$20 each. 1 Kaufman trailer 2001 \$150. Call 802-457-2613.

MicroDairy Design Pasteurizer for Sale 35 gallon max capacity and 5 gallon minimum, includes chart recorder, air space heater and thermometers. Can be used to make cheese, ice cream base, yogurt and kefir. Can also be used as a small bulk tank with additional equipment. Price \$8,500 [Cobhillfrozenyogurt@gmail.com](mailto:Cobhillfrozenyogurt@gmail.com) Jeannine 802-436-2948.

BouMatic Double 10 milking parlor 802-895-4683 or 802-624-0143

John Deere 5510 tractor FWD, new tires. 3,453 hrs. Includes two extra rear tires with rim wheel weights \$19,000. Kuhn 8110 manure spreader. This twin auger side slinger is barely used and well maintained. \$11,500 Kubota 5400 DT-N Dual Traction narrow orchard tractor, AWD 1,800+ hours \$9,000 All

equipment in great shape! 802-485-8428

2015 Houle manure spreader 5350 gallons. 2005 nh fp230 chopper. 4 steel wagons 20 feet. 2016 gehl skid steer 165 1 round baie wagon all steel 20 feet tandem krone rake and tedder everthing is in excellent shape andre morin have sell cows for health reasons phone 802- 895-2945/ 802-323-8110 call after 7pm.

Grain equipment for sale - 2 gravity box wagons in good condition, one with auger, \$1500 each, Beidler Family Farm, Randolph Center, 802-431-8530.

Loftness snow blower 7 foot. Double auger. Three point mounting. Hydraulic operated shoot. Great condition. Ready to use. Cat 2 or Cat 3 hitch. 100 hp or more to run. \$3,000. New these are \$8,500. Looking to move it. It's a terrific deal. Shaftsbury, VT. 781-307-6801.

Reel Auggie Mixer on F-450 with scales; IH 843 Combine cornhead; IH 8817 Windrow head; Gehl 350 Spreader; Case 580 backhoe; 850 Dozer for parts. Call 802-770-0959

IH 1486 tractor new tires good AC \$11,9000. IH 1086 tractor rice & cane tires runs good \$7800. JD 3 point hitch 6ft finish mower \$200. Full set of 10 weights and weight bar for IH magnum 1st generation tractors \$700. Pair of 20.8-38 duals with snap on rims \$800. IH 2350 loader \$200. 802-537-2435

8'x17' tandem trailer, all new wood. Great for moving round bales, \$850. 802-586-2857

John Deere 336 bailer very good condition always under cover \$2995; Kuhn GRS24 tedder \$955; Kuhn GA 3200GT Gyrorake very good condition \$1695; trail behind bale basket \$895; H&S 175 manure spreader with hydraulic gate, new bed liner and not rusted out \$2750; Behlan Country 8 ft diameter heavy duty stock tank \$195;



## CLASSIFIEDS

round bale feeder \$175;  
5-5gal glass carboys good for  
making hard cider \$25 ea.  
Call 802-234-5653 email  
wsthaven@aol.com

Master-Bilt 34.5 cubic ft. two  
section ice cream hardening  
and holding cabinet. \$4,500.  
Call 802-436-2948 or e-mail  
Cobbhillfrozenyogurt@gmail.  
com

Gehl haylage head Model  
HA1110 very good running  
shape \$1100.00 Fits most all  
Gehls 802-333-4840.

Krone EC400 13' disc mower,  
540 pto. New, never used.  
Stored under cover. \$13,500.  
Craftsbury Common. 802-  
586-2516 or rshold@gmail.com

2015 Houle manure spreader  
5350 gallons 2005 NH  
FP230 chopper 4 steel  
wagons 20 feet 2016 Gehl  
skid steer 165 1 round  
baie wagon all steel 20 feet  
tandem krone rake and  
tedder—everything is in  
excellent shape. Have to  
sell cows for health reasons.  
Phone 802-895-2945.

Case International 8340 mower  
conditioner, stored inside, in  
good condition. Running, was  
used last year during first cut.  
\$2500 OBO. 802-518-2155.



### General

High tunnel greenhouse assem-  
bly & maintenance: ledge-  
wood, harnois, rimol and  
more. Complete assembly,  
end wall construction, poly  
installation, renovation, and  
repairs. Experienced and  
professional. Plan ahead!  
Get in touch now to get on  
the 2020 schedule. Contact  
Mike Feiner at feinervt@  
gmail.com, www.vineripe.net,  
(802) 498-8031.

250 5-gallon pails with handles.  
\$1.75 each. 802-999-4644

### Hay, Feed & Forage

Quality Canadian hay for sale,  
big/small squares wrapped,  
or unwrapped, round bales  
wrapped or unwrapped,  
1st, 2nd, 3rd cuts available.  
Switch grass and straw  
available, call Richard at 802-  
323-3275

Square baled hay – top  
quality, vof certified organic,  
generous sized. 1st cut  
\$4.50/bale, 2nd cut \$5.50/  
bale at the barn in Barnet.  
802-592-3088.

2019 1st cut Timothy and  
clover hay \$5 per bale plus  
delivery fee. 603-256-8422.

1000 tons corn silage,  
processed in Colchester.  
50 @ ton 802-272-3478  
or 802-223-1370 or email  
sethgardner@hotmail.com.

Excellent quality first cut  
wrapped round bales; bale-  
age. Shelburne VT Call Andy  
802-598-6060. Analysis  
available upon request.

2019 1st cut 4x4 wrapped  
round bales for sale \$40/bale,  
2019 2nd cut 4x4 wrapped  
round bales for sale \$45/bale,  
South Pomfret, call Tom at  
802-457-5834.

2nd & 3rd cut haylage and corn  
silage for sale. Call Peter  
Gebbie 802-533-2984, leave  
a message.

Organic haylage 12% protein  
\$45 per ton, 15% protein  
\$55 per ton 802-537-2435.

4x4 round balage mixed grains  
cut late June \$30 802-325-  
3707.

### ADDISON COUNTY

Large squares available in  
Addison, Vt. Hay is stored  
under cover. Looks like a  
long winter ahead of us. Call  
now and make sure you have  
enough. Contact S.L. Moore  
at 802-463-3875.

1st cut 4x5 round bales never  
wet. Good horse & cow hay.  
802-948-2627 or 802-558-  
0166

Certified organic, small square  
bales always stacked and  
stored under cover, 35-40lbs/  
bale. \$4/bale, discounts  
available for large quantities.  
Call 802-989-0781 for  
inquiries

Hay for Sale in Addison, VT.  
Large square bales and  
small squares. \$50-60 for  
Large, \$3.50-4.50 for Small.  
Delivery Available. Call Jack  
802-989-8968

Hay for sale. \$3.25 bale. 802-  
377-5455

73 1st cut 5ft diameter round  
bales. \$30-\$35 Orwell 802-  
948-2211

Straw for sale - \$7/bale for  
50 or more. \$8/bale for less  
than 50, \$6/bale for all in  
the barn, approx. 350. from  
our winter rye harvest in  
August. certified organic.  
Thornhill Farm, Greensboro  
Bend, 05842, todd@  
thornhillfarmvermont.com,  
802-441-3176

### BENNINGTON COUNTY

Corn Silage 1000 ton plus.  
Haylage 500 ton plus. Round  
bales 4x4. Square bales small.  
802-394-2976

### CALEDONIA COUNTY

Square baled hay- Top quality,  
VOF certified organic,  
generous sized. 1st cut  
\$4.50/bale, 2nd cut \$5.50/  
bale at the barn in Barnet.  
802-592-3088.

### CHITTENDEN COUNTY

Round bales for horses. Clean  
first cut timothy mixed grass,  
quality net wrapped 4' X 5'  
bales. Never wet. \$45. each.  
802- 879-0391 Westford.

15 large 5x5 round bales mixed  
grass w/some timothy and

## Planning to grow hemp this season? Time to register.

**W**hether you're growing, processing, or storing  
hemp, you will need to complete a hemp  
registration application this season with the  
Vermont Agency of Agriculture, Food, and Markets.  
You can register your entire operation on a single  
registration form including growing, processing, storage  
and dying. The registration requires you to provide GPS  
coordinates for the vehicle access points to your site.  
For growers, an aerial view map showing the location of  
indoor or outdoor cultivation areas is also required.

For personal use, registration is \$25, and for commer-  
cial growers and processors, the license fee depends on  
the category and scale of production.

See Frequently Asked Questions which includes an  
easy-to-use license fee calculator.

[https://agriculture.vermont.gov/public-health-agri-  
cultural-resource-management-division/hemp-program/  
hemp-program-registration](https://agriculture.vermont.gov/public-health-agricultural-resource-management-division/hemp-program/hemp-program-registration)

Have questions? You may call 802-828-1732 or email  
us [agr.hemp@vermont.gov](mailto:agr.hemp@vermont.gov)

Vermont  
**Open Farm**  
Week 2020

**August 10-16**

**#VTOpenFarm**





clover 800+lbs \$50 each.  
Call 899-4126.

#### FRANKLIN COUNTY

Good Quality Hay 1c & 2c from western US & Canada. Alfalfa orchard & orchard sweet grass 18 to 20% plus protein large bales & organic by trailer loads. Large or small square bales of straw whole or processed at farm we load on direct delivery by trailer load. Mountain View Dairy Farm 802-849-6266

#### LAMOILLE COUNTY

Organic baled straw. \$5.50/bale. Certified Organic. Valley Dream Farm, Cambridge, VT. 802-644-6598. email: valleydream@myfairpoint.net.

#### ORANGE COUNTY

2019 first cut square hay bales for sale. \$4.00 per bale. Delivery available. Bonnie Kennedy, Chelsea, VT. 802-685-2292.

Approximately 375 tons of high quality grass and clover first and second cut, cut extremely early in 2018.

First finished May 22, second finished July 2nd. Tests high in energy and protein. 45% harvested "hay in a day" \$50 per ton. Chris 802-522-9485

#### ORLEANS COUNTY

Pure alfalfa for sale and also 1st, 2nd and 3rd cut big/small squares, round bales, wrapped or unwrapped, straw and switch grass. Call Richard at 802-323-3275.

Organic Certified Silage for Sale: We will deliver from our farm or you can come and pick up. Call for prices and delivery charge. 1-802-744-2444 or 802-274-4934 or 802-744-6553.

2nd & 3rd cut haylage and corn silage for sale. Call Peter Gebbie 802-533-2984, leave a message.

#### RUTLAND COUNTY

First cut 4x5 round bales. 802-265-4566

Good quality 1st and 2nd round bales available, wrapped and dried please call 802-446-2435.

4 x 4 wrapped bales for sale. Please call either 802-247-6076 or 802-236-0144.

#### WASHINGTON COUNTY

200 - 4x4 round wrapped bales 1st \$45. 802-229-9871

#### WINDHAM COUNTY

2017 4x4 wrapped baleage 1st & 2nd cutting certified organic good quality. \$40 per bale 802-254-6982.

1st cut 4x5 round bales. Don Pettis 802-265-4566.

2018 4X4 wrapped baleage. June cut. Certified organic, never wet. \$40.00 per bale, quantity discount. 802-254-6982.

1st cut hay. Good horse hay. \$4.50 bale 802-254-5069.

#### WINDSOR COUNTY

HAY FOR SALE-400 Square Bales, Reading, Windsor County VT. \$3.50 per bale at the barn. Call 802-484-7240.

4x5 dry round bales \$45.00 delivery available. 802-457-1376

Rolling Meadows Farm: square bales in the field or barn \$4.00. Delivery can be arranged at \$5.50. Very nice hay from fertilized fields in the South Woodstock and Reading area. Call 802-484-5540 or goodfarmvt@gmail.com. Ask for David.

1st. cut dry round bales for sale. Never been rained on, stored under cover. \$50. @ 1st. cut haylage bales for sale. \$ 45. @ Rte. 5, Weathersfield Bow 802-546-4340.

Dry Round Horse Hay, \$50/ Bale. 200 Bales left. Call 802-356-5030.

#### Wanted

Kuhn FC350GMower or will sell mine for parts 802-728-3760

#### Employment

Vegetable Farm, excellent soils, location & irrigation. Transition to new owner. Go to: [www.Lewiscreekfarm.com/ManagetoOwn.htm](http://www.Lewiscreekfarm.com/ManagetoOwn.htm)

#### Farm & Farmland

For Lease: 10 acres of organic meadow in Brandon,

currently in alfalfa. Producing roughly 12-15 tons per year in dry hay. Three year lease available, price negotiable but approximately \$600/yr 802-247-8459

Horse Training Farm: 17 plus acres with X-C obstacles, galloping track, stadium jumps, full size ring, covered small arena, trails. 3 stall stable with paddocks, tack/feed room, hay storage. 4 pastures have board fencing. Open concept cape farmhouse has 3 bedrooms, office, sun room, deck, fiber optic internet, solar, 2 car detached garage. Workshop, equipment storage, chicken house, gardens, orchard, stream, woods, views. Convenient to Dartmouth College and DH Medical Center. Comes "turn key, as is". \$675,000. 802-785-4410

Opportunity for Barn Lease in Williston Summer 2020. Well-maintained farm residence with equine barn, stalls, and pasture for up to 4 animals. Call Robin at 802-434-2788 for details.

## 2020 Fairs, Field Days & Festivals Schedule

*Editor's note: Some events have already been cancelled for 2020. We will update this listing each month. We encourage you to visit your favorite fair's website for the most up to date information.*

#### Vermont Dairy Festival

June 4 - June 7  
(CANCELED for 2020)  
[www.vermontdairyfestival.com](http://www.vermontdairyfestival.com)

#### Connecticut Valley (Bradford) Fair

July 16-19  
(CANCELED for 2020)  
[www.bradfordfair.org](http://www.bradfordfair.org)

#### Lamoille County Field Days

July 24-26  
[www.lamoillefelddays.com](http://www.lamoillefelddays.com)

#### Franklin County Field Days

August 6-9  
[www.franklincountyfelddays.org](http://www.franklincountyfelddays.org)

#### Addison County Fair & Field Days

August 11-15  
(CANCELED FOR 2020)  
[www.addisoncountyfelddays.com](http://www.addisoncountyfelddays.com)

#### Vermont State Fair

August 18-22  
[www.vermontstatefair.net](http://www.vermontstatefair.net)

#### Orleans County Fair

August 19-23  
[www.orleanscountyfair.net](http://www.orleanscountyfair.net)

#### Deerfield Valley Farmer's Day Exhibition

August 6-9  
[www.dvfair.com](http://www.dvfair.com)

#### Caledonia County Fair

August 26-30  
[www.caledoniacountyfair.com](http://www.caledoniacountyfair.com)

#### Bondville Fair

August 28-30  
[www.bondvillefair.org](http://www.bondvillefair.org)

#### Champlain Valley Fair

August 28 - Sept 6  
[www.champlainvalleyfair.org](http://www.champlainvalleyfair.org)

#### Guilford Fair

September 6-7  
[www.guilfordfairvermont.com](http://www.guilfordfairvermont.com)

#### Tunbridge World's Fair

September 17-20  
[www.tunbridgeworldsfair.com](http://www.tunbridgeworldsfair.com)

#### Vermont Sheep & Wool Festival

October 3 - 4  
[www.vtsheepandwoolfest.com](http://www.vtsheepandwoolfest.com)

#### Vermont Farm Show

January 26 - 28, 2021  
[www.vtfarmshow.com](http://www.vtfarmshow.com)

#### Vermont Flower Show

March 5 - 7, 2021  
[www.greenworksvermont.org](http://www.greenworksvermont.org)



# Recommendations for Human-Black Bear Encounters

By Vermont Department of Fish & Wildlife

**B**lack bears are large, strong wild animals that should be treated with respect. Seeing a black bear can be an exciting and, for some people, a nerve-wracking event. Bears should always be appreciated from a distance to ensure the safety of humans and bears. These recommendations are meant to be general and cover the basic types of human-bear interactions that can occur. Encounters vary greatly, and all situations are different.

Generally speaking, when you encounter a black bear you should:

- Remain calm.
- Ensure the bear has an escape route.
- Back away when possible.
- If attacked in a building or tent, immediately fight back.
- DON'T run from a bear.
- DON'T climb trees to escape a bear.
- DON'T feed bears.

*Please note: Bear spray (pepper spray specifically made as a bear deterrent) can be an effective tool if you encounter an aggressive bear. For bear spray to be effective, you must be trained and practiced in its safe use.*

## I. If you encounter a bear while in a natural setting:

A. The bear is unaware of your presence or aware but uninterested:

**Your Action:**

- Quietly back away from the bear and leave the area.
  - DO NOT approach the bear.
- B. The bear is aware of your presence:

1. The bear is curious:

**Bear Behavior:**

- The bear continues to look in your direction, smells the air, or slowly approaches.

**Your Action:**

- Talk in a calm voice while slowly backing away from the bear.
- DO NOT approach the bear.

2. The bear is defensive:

**Bear Behavior:**

- The bear makes vocalizations which can include huffing and jaw popping.
- The bear retreats up a tree.
- The bear swats at the ground or tree.
- The bear lowers its head with ears flattened, and sways back and forth.

**Your Action:**

- Begin repeating "Hey bear" in a calm voice.
- Back away and leave the area.
- 3. The bear continues to be defensive or becomes aggressive:

**Bear Behavior:**

- The bear approaches you.
- The bear begins to follow you.
- The bear charges.

**Your Action:**

- Make yourself look

bigger by putting your arms above your head. Continue to repeat "Hey bear" in a calm voice. Back away and leave the area.

- If it continues to follow you, stand your ground, make yourself look bigger, shout at the bear, threaten the bear with whatever is at hand (bang a stick on the ground, clap your hands), and prepare to use bear pepper spray if it is available. Back away and leave the area.
- If charged, stand your ground, talk to the bear in a calm voice and use bear pepper spray when available. If the bear makes contact with you, fight back using anything you have (e.g. stick, binoculars, etc.)!

## II. You encounter a bear in your backyard:

Encountering a bear in a backyard is a common occurrence in some areas because bears are often attracted to bird feeders, trash, pet food, etc.

**Your Action:**

- Make loud noises (for example shouting or banging pots and pans) to deter the bear from the area.
- Do not approach the bear.
- After the bear leaves, be sure to keep trash in a secure container or locked out building, bring in bird feeders and pet food and remove any other potential attractants.

## III. You surprise a bear (e.g., in a garbage can, around a corner, in your home, etc.):

**Your Action:**

- Back away slowly while repeating "Hey bear" in a calm voice. Leave the area.
- Give the bear a clear escape route and do not corner it. If in your house or an outbuilding, do not lock the bear in a room. Instead, leave doors open as you exit the house.
- Do not approach the bear or try to make contact with the bear.

## IV. Your dog is attacked by a bear:

**Your Action:**

- DO NOT attempt to separate the bear and your dog.
- Make loud noises such as shouting and clapping.
- If available, spray the bear with a hose while remaining at a safe distance.
- Once the bear retreats, retrieve your dog, slowly back away, and leave the area.





## Cheese

*continued from page 7*

- to participate in group marketing or group media buys.
- There are structural limitations in storage and distribution of cheese-quality milk and in post-production aging facilities. Cheesemakers search for storage facilities to age their cheeses, pushing them to produce more fresh or pasteurized cheeses and fewer aged, high-value raw milk cheeses.
  - Farmers, cheesemakers, and new farmers/employees in the industry lack educational and safety resources.
- Opportunities:**
- Cheesemakers are open to developing and using shared infrastructure for aggregation, storage, and distribution.
  - Focused investments in dairy agricultural and cheese-making education in Vermont's vocational education programs and potentially, prison-based training programs, could provide a trained workforce.
  - Strong quality standards and the reputation of Vermont cheeses make it a well-positioned industry for increased marketing support and initiatives.
  - Cheesemakers are open to group marketing and see marketing the Vermont cheese brand as a smart investment for their products.
  - There is a new opportunity to build a strong raw milk research component into the Regional Dairy Innovation Center. (for same) focused on quality that would assist producers with limited marketing budgets.

## Recommendations

- Align the dairy cooperative system with in-state cheese making in order to embrace more types of milk storage, including cheese-quality milk and raw milk for cheese production.
- Vermont's congressional delegation and the Vermont Agency of Agriculture, Food and Markets should support overhauling the milk classification system to better embrace Vermont's current needs and future growth trends.
- Clarify and codify cheese labeling nomenclature.
- New business models for support and logistics businesses should be developed, such as haulers, cooperatives, and lab staff specifically for cheese and soft dairy production. Utilize grant programs to assist these businesses with equipment purchases, business planning, and workforce development.
- Increasing annual investments in the Vermont Cheese Council's marketing initiatives to \$150,000 would provide immediate returns for smaller cheesemakers.
- Develop a comprehensive dairy products marketing program (including a cost estimate for same) focused on quality that would assist producers with limited marketing budgets.

## VT Breakfast on the Farm Goes Live on the Web

By Scott Waterman, VT Agency of Agriculture, Food & Markets

In an era of online computer meetings and social distancing, the Vermont Breakfast on the Farm events for 2020 have been replaced with a virtual online tour to protect the health and safety of Vermonters.

COVID-19 may have prevented the traditional events from taking place, but the BOTF committee felt that holding a virtual tour to support its dairy education mission would also allow for a public show of support for our Vermont dairy farmers.

The virtual tour was hosted by Newmont Farm in Bradford, VT. The Gladstone family provided

an educational tour through their dairy farm live on the web. The goal of all of these Breakfast on the Farm efforts is to introduce the public to the life on the dairy farm and the business of farming, giving them an opportunity to learn where their food comes from before it arrives on grocery store shelves.

"Breakfast on the Farm

is one way we can help ensure future generations of Vermonters maintain a connection to the land and an appreciation of agriculture in our state," said Anson Tebbetts, Vermont Secretary of Agriculture.

If you wish to view the 2020 virtual tour you can find it at [www.vermont-breakfastonthefarm.com](http://www.vermont-breakfastonthefarm.com)



*Breakfast on the Farm 2018*

## Payment Available for Beef Producers Reporting Monthly Sales

The Vermont Agency of Agriculture, Food & Markets is looking for beef producers to submit their monthly sales. Producers will be eligible for payment per submission.

All data will remain anonymous and will be aggregated into a monthly report on Vermont beef sales submitted to the USDA's Agricultural Marketing Service's (AMS) Market News Reports, which is incorporated into regional and national beef reports. It will be also be published on the Agency's website.

More information about

the program and report submissions can be found at: <https://agriculture.vermont.gov/businessdevelopment/>

[local-food-data-tracking](http://local-food-data-tracking)  
For more information, contact: [kathryn.donovan@vermont.gov](mailto:kathryn.donovan@vermont.gov)

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**For further information about the farm, visit [farmsforcitykids.org](http://farmsforcitykids.org).**

**You may call Tatiana at 802-484-1236.**

**Please send resumé to [Office@sbfmt.org](mailto:Office@sbfmt.org)**





Photo courtesy of Vermont Farm to Plate

## Vermont Beef Producers Association

Educating producers  
Building cattle markets  
Supporting Vermont's beef industry  
Representing members statewide



Join or renew online at  
[www.vtbeef.org](http://www.vtbeef.org)



### Standard Offer Program May 1, 2020

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